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# Tennessee Supreme Court

## ALTERNATIVE DISPUTE RESOLUTION COMMISSION

Nashville City Center, Suite 600

511 Union Street

Nashville, TN 37219

615-741-2687 Fax 615-741-6285

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**Supreme Court Liaison**

Hon. Sharon G. Lee

## Rule 31 Continuing Mediation Education Accreditation Request Form

### Rule 31 Continuing Mediation Education Accreditation Request Form

Provider Name: Memphis Bar Association  
 Address: 145 Court Ave., #301, Memphis TN 38103  
 Telephone/Fax: 901.527.3573 901.527-3582  
 E-Mail Address: lbeach@memphisbar.org  
 Course Title: Gain the Edge! Negotiation Strategies for Lawyers  
 Date(s) Held: November 20, 2015  
 Location(s): Holiday Inn Memphis, 3700 Central Ave.  
 Fee for Members/Non-Members: \$200  
 Does this course have CLE Commission Approval? Yes course #175192

Session Description	Type of Credit Requested (General Continuing Education, General Mediation Issues, Mediation Ethics, or Family Law)	Start Time	End Time	Credit Approval (Office Use Only)
<p>You negotiate every day. In fact, your ability to effectively negotiate may be the most critical skill you possess. Yet most negotiate instinctively or intuitively. This seminar will help you approach negotiations with a strategic mindset</p> <p>Agenda:</p> <ul style="list-style-type: none"> <li>• Introduction – The “Car Negotiation Story”</li> <li>• Discuss Latz’s Golden Rules on Negotiation</li> <li>• Negotiation ethics – stalking horse scenario</li> <li>• Discuss negotiation strategies</li> <li>• Discuss negotiation strategies</li> <li>• Prepare to negotiate simulation</li> <li>• Negotiation simulation</li> <li>• Analyze negotiation simulation</li> <li>• Discuss negotiation strategies</li> </ul>	<p>1 Dual 5 General</p>	9:00	4:30	<p><b>1.0 Hour Mediation Ethics</b></p> <p><b>5.0 Hours General Mediation Issues</b></p>

<ul style="list-style-type: none"><li>Negotiation ethics – the “False Promise” scenario</li></ul>				
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<div>OFFICE USE ONLY</div> <div>Total Approved CME: 6 Hours Date Approved: October 12, 2015</div>
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<div>OFFICE USE ONLY</div> <div>Total Approved CME: 6.0 Hours Date Approved: January 27, 2014</div>
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